

R J Reynolds
Tobacco Company

D. M. 12/14/92
T & D 12/17/92
S. R. M. 1 / 1 /
S. A. M. 12/23/93

LORI E. MacWILLIAMS
Chain Accounts Manager

SENT VIA ELECTRONIC MAIL

12323 Plaza Drive
Parma, OH 44130
216/676-0067
216/676-1878 (Fax)

CC: ANN

February 9, 1993
LEM-060-93

To: All Divisions With Truckstops of America Suppliers
All Divisions With BP America Suppliers

Re: BP America
CID #1114-01-00 -- #1114-27-00
Truckstops of America
CID #1370-00-00
1993 Value-Added Base Promotions

Managers:

Following via FAX is Letter(s) of Authorization for shipment of 1993 Value-Added base promotions which have been signed by Paul Ratten/BP Manager Products & Pricing and/or Gary Slaby/Truckstops of America Purchasing Specialist. A schedule of shipment dates will follow this letter via E-Mail. I would appreciate your assistance in communicating this information to affected suppliers.

If any suppliers and/or branches are not currently implementing our Value-Added program, I would appreciate your advising me of the Direct Account name and S.I.S. Account Number, along with any information relative to future status. Following are specifics as this program applies to BP and Truckstops:

51849 9491

BP America CID #'s: 1114-01-00 -- 1114-27-00

In the past, BP Value-Added schedules were handled by local RJR Managers calling on BP Managers in each particular marketplace. The restructure BP America recently initiated, dictates a more centralized atmosphere. BP America has asked that we make every effort to standardize VAP shipments across the United States utilizing the attached schedule. Please make every attempt to meet shipment dates beginning April, 1993, at the latest.

Truckstops of America CID #: 1370-00-00

In light of our recent agreement for TCM/Preferred Presence Program, Truckstops of America will participate in Value-Added for the first time in 1993. It will be necessary for RJR Managers responsible for Direct Accounts supplying Truckstops to communicate any account numbers, which have been assigned by the Direct Account, to divisions as appropriate. If the Direct Account does not utilize an "in-house" account number, divisions must be advised accordingly. This information must be communicated to divisions with Truckstops of America retail accounts no later than March 8, 1993. *By copy of this letter, I am requesting Division Managers who are responsible for Truckstops of America retail locations to ensure Direct Account "VAP Wholesaler Account #", and the "VAP Supplier #" are revised in S.I.S. Standard Account Information screens, no later than March 15, 1993. In addition, a review of the "PP#'s" should be made with any revisions inputted accordingly.*

Please do not hesitate to contact me should you have any questions. Thank you in advance for your assistance.

Cordially,

Lori E. MacWilliams

LEM/ccs

cc: Divisions Responsible for BP America
Divisions With BP America Stations
Divisions with Truckstops of America Stations
R. N. Young - Sent Via Fax
G. L. Belcher
J. A. Kirchner

M-2

51849 9492

BP AMERICA /TRUCKSTOPS OF AMERICA

**R.J. REYNOLDS TOBACCO COMPANY
1993 VALUE-ADDED SHIPMENTS**

<u>MONTH</u>	<u>WEEK OF</u>	<u>PROMOTION</u>
February	15	Winston Select Buy One Pack Get One Free
March	15	Camel Pool Player Ashtray With Three Packs
April	19	Camel Buy One Pack -- Get One Free
May	24	Camel Lighter With 2 Packs
June	21	To Be Determined
July	19	To Be Determined
August	16	To Be Determined
September	20	To Be Determined
October	18	To Be Determined
November	15	To Be Determined
December	20	To Be Determined

51849 9493